

Message Text

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PAGE 01 PEKING 00268 150301Z

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ACTION EA-14

INFO OCT-01 ISO-00 NSC-10 NSCE-00 CPR-02 COME-00 EB-11

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FM USLO PEKING

TO SECSTATE WASHDC 1377

INFO AMCONSUL HONG KONG

LIMITED OFFICIAL USE PEKING 268

E.O. 11652: N/A

TAGS: BTRA, CH, ETRD

SUBJECT: VISIT OF MAYFLOWER HOTEL MANAGER - PRESENTATION
BEHALF OF UNITED AIRLINES AND WESTERN INTERNATIONAL
HOTELS

REF: STATE 013550, 010653

1. WILLIAM HULETT, MANAGER OF THE MAYFLOWER HOTEL IN WASHINGTON, TOOK ADVANTAGE OF HIS VISIT TO PEKING FROM FEBRUARY 7 TO 14 TO MAKE PRESENTATIONS TO THE CHINA INTERNATIONAL TRAVEL SERVICE (CITS) AND THE CIVIL AVIATION ADMINISTRATION OF CHINA (CAAC) ON BEHALF OF UNITED AIRLINES (UAL) AND WESTERN INTERNATIONAL HOTELS (WIH). HE PRESENTED THEM WITH A WELL-PREPARED BROCHURE THAT DESCRIBES UAL AND WIH AND THE SERVICES THESE COMPANION FIRMS COULD OFFER. HE EXTENDED AN INVITATION FOR A CHINESE DELEGATION TO VISIT UAL AND WIH FACILITIES IN THE US, PROMOTED A VISIT TO CHINA BY EDWARD CARLSON, PRESIDENT OF UAL INC. (THE HOLDING COMPANY OF UAL AND WIH), AND DESCRIBED AIRCRAFT WHICH UAL HAS AVAILABLE FOR SALE (PRIMARILY B-720'S). HULETT SAID THAT CAAC AND CITS OFFICIALS RECEIVED HIM CORDIALLY AND SEEMED VERY INTERESTED IN HIS PRESENTATION.

2. HULETT AND HIS TRAVELING COMPANIONS, AUGER AND ANTONELLI, ALSO MET WITH TRADING CORPORATION OFFICIALS TO EXPLORE SOME VAGUE IDEAS THEY HAD ABOUT PROMOTING TRADE. THEY
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DESCRIBED THESE MEETINGS AS NON-PRODUCTIVE.
JENKINS

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